

NEW ENGLAND TITLE

CLOSING SERVICES, PC

Questions Every Listing Agent Should Ask Before Listing a Property

A Practical Realtor Guide

Why This Guide Matters

Many closing delays can be prevented before a property is ever listed. Asking the right questions early helps identify potential title, ownership, condo, trust, probate, and municipal issues while there is still time to resolve them.

Ownership

- ✓ Who currently owns the property?
- ✓ Is the property owned by a trust, LLC, or estate?
- ✓ Have there been any recent transfers?

Mortgages

- ✓ Is there an existing mortgage?
- ✓ Is there a HELOC?
- ✓ Have prior mortgages been properly discharged?

Condominiums

- ✓ Current condo fee?
- ✓ Special assessments?
- ✓ 6(d) certificate ordered?
- ✓ Pending association litigation?

Trusts & Estates

- ✓ Trust documents available?
- ✓ All trustees available?
- ✓ Probate completed if applicable?

Property Improvements

- ✓ Any additions, decks, pools, solar panels, or finished basements?
- ✓ Were permits obtained?

Before Accepting an Offer

- ✓ Verify legal names
- ✓ Gather HOA information
- ✓ Discuss closing timeline
- ✓ Collect payoff information

LIZ'S TIP

Involve your title company as early as possible. Early title review often prevents last-minute surprises

Need Help?

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